

SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - MARCH 31, 2022



7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Eastern Bank	109	\$15,983,300	\$146,636
2	Td Bank, National Association	24	\$2,536,300	\$105,679
3	Webster Bank, National Association	23	\$6,306,000	\$274,174
4	Needham Bank	22	\$2,838,300	\$129,014
5	Newtek Small Business Finance, Inc.	16	\$8,023,500	\$501,469
6	Salem Five Cents Savings Bank	16	\$5,350,000	\$334,375
7	St. Mary'S Credit Union	16	\$1,196,700	\$74,794
8	Enterprise Bank And Trust Company	11	\$4,561,000	\$414,636
9	Citizens Bank, National Association	10	\$6,127,900	\$612,790
10	Berkshire Bank	10	\$5,524,800	\$552,480
11	Cape Cod Five Cents Savings Bank	10	\$812,000	\$81,200
12	Cambridge Savings Bank	9	\$3,672,000	\$408,000
13	Bristol County Savings Bank	9	\$1,931,500	\$214,611
14	Webster Five Cents Savings Bank	8	\$759,700	\$94,963
15	Live Oak Banking Company	7	\$13,734,000	\$1,962,000
16	Leader Bank, National Association	7	\$2,052,000	\$293,143
17	Bank Five	7	\$715,100	\$102,157
18	Customers Bank	6	\$5,844,000	\$974,000
19	Northern Bank And Trust Company	6	\$3,190,900	\$531,817
20	North Shore Bank, A Cooperative Bank	6	\$1,775,000	\$295,833
21	Rockland Trust Company	6	\$1,052,500	\$175,417
22	Avidia Bank	5	\$2,897,000	\$579,400
23	Brookline Bank	5	\$1,315,000	\$263,000
24	South Shore Bank	5	\$742,000	\$148,400
25	Santander Bank, National Association	5	\$272,000	\$54,400
26	Celtic Bank Corporation	4	\$4,795,000	\$1,198,750
27	Cadence Bank	4	\$1,233,000	\$308,250
28	Middlesex Savings Bank	4	\$577,600	\$144,400
29	Workers Federal Credit Union	4	\$321,400	\$80,350
30	Readycap Lending, Llc	3	\$1,402,500	\$467,500
31	Cornerstone Bank	3	\$954,000	\$318,000
32	First Home Bank	3	\$829,000	\$276,333
33	Common Capital Inc.	3	\$573,000	\$191,000
34	Coastal Heritage Bank	3	\$500,000	\$166,667

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
35	Greylock Federal Credit Union	3	\$210,000	\$70,000
36	Keybank National Association	2	\$3,145,000	\$1,572,500
37	Bank Five Nine	2	\$2,438,000	\$1,219,000
38	First Bank	2	\$1,740,000	\$870,000
39	Wells Fargo Bank, National Association	2	\$1,674,300	\$837,150
40	Dogwood State Bank	2	\$1,043,400	\$521,700
41	Five Star Bank	2	\$840,000	\$420,000
42	Bank Of America, National Association	2	\$440,000	\$220,000
43	Dean Co-Operative Bank	2	\$400,000	\$200,000
44	Harborone Bank	2	\$318,000	\$159,000
45	GFA Federal Credit Union	2	\$304,000	\$152,000
46	Newburyport Five Cents Savings Bank	2	\$287,500	\$143,750
47	United Midwest Savings Bank, National Assoc	2	\$270,000	\$135,000
48	Cape Ann Savings Bank	2	\$235,000	\$117,500
49	Manufacturers And Traders Trust Company	2	\$140,000	\$70,000
50	North Brookfield Savings Bank	2	\$116,000	\$58,000
51	Adams Community Bank	2	\$115,000	\$57,500
52	Primary Bank	2	\$100,000	\$50,000
53	Easthampton Savings Bank	2	\$87,000	\$43,500
54	Lee Bank	2	\$33,400	\$16,700
55	Belmont Bank & Trust Company	1	\$2,500,000	\$2,500,000
56	Mvb Bank, Inc.	1	\$2,060,000	\$2,060,000
57	Ameris Bank	1	\$1,800,000	\$1,800,000
58	Liberty Bank	1	\$1,600,000	\$1,600,000
59	Colony Bank	1	\$1,413,500	\$1,413,500
60	Finwise Bank	1	\$1,335,000	\$1,335,000
61	Fidelity Co-Operative Bank	1	\$690,000	\$690,000
62	Reading Co-Operative Bank	1	\$550,000	\$550,000
63	Pacific Western Bank	1	\$514,000	\$514,000
64	The Cooperative Bank	1	\$496,000	\$496,000
65	Peoplesbank	1	\$467,200	\$467,200
66	New Valley Bank & Trust	1	\$465,000	\$465,000
67	Mechanics Cooperative Bank	1	\$435,000	\$435,000
68	First Savings Bank	1	\$402,000	\$402,000
69	United Community Bank	1	\$380,000	\$380,000
70	First Financial Bank	1	\$350,000	\$350,000
71	Southstate Bank, National Association	1	\$350,000	\$350,000
72	Stearns Bank National Association	1	\$350,000	\$350,000
73	West Town Bank & Trust	1	\$250,000	\$250,000
74	Westfield Bank	1	\$188,000	\$188,000
75	Unibank For Savings	1	\$125,000	\$125,000
76	The Pittsfield Co-Operative Bank	1	\$102,000	\$102,000
77	The Savings Bank	1	\$97,000	\$97,000
78	Triangle Credit Union	1	\$92,000	\$92,000

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
79	South Eastern Economic Development Corpora	1	\$82,000	\$82,000
80	Community Investment Corporation	1	\$75,000	\$75,000
81	Rollstone Bank & Trust	1	\$75,000	\$75,000
82	Greenfield Savings Bank	1	\$70,000	\$70,000
83	Florence Bank	1	\$60,000	\$60,000
84	Align Credit Union	1	\$54,000	\$54,000
85	Bankgloucester	1	\$25,000	\$25,000
86	Institution For Savings In Newburyport And	1	\$25,000	\$25,000
Grand Total		462	\$ 141,812,300	\$ 306,953

504 Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Bay Colony Development Corporation	75	\$46,564,000	\$620,853
2	Granite State Economic Development Corpora	55	\$39,732,000	\$722,400
3	New England Certified Development Corporati	28	\$27,107,000	\$968,107
4	South Eastern Economic Development Corpora	14	\$10,907,000	\$779,071
5	Cape & Islands Community Development, Inc.	12	\$10,203,000	\$850,250
6	Worcester Business Development Corporation	5	\$2,155,000	\$431,000
7	Ocean State Business Development Authority	1	\$357,000	\$357,000

	Grand Total	190	\$ 137,025,000	\$ 721,184
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Third Party Lenders

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Enterprise Bank And Trust Company	15	\$14,371,815	\$ 958,121
2	Rockland Trust Company	15	\$10,405,272	\$ 693,685
3	Eastern Bank	13	\$23,231,805	\$ 1,787,062
4	Salem Five Cents Savings Bank	12	\$7,360,250	\$ 613,354
5	People'S United Bank, National Association	9	\$5,888,768	\$ 654,308
6	Cornerstone Bank	9	\$3,842,657	\$ 426,962
7	BankFive	6	\$10,513,890	\$ 1,752,315
8	Webster Bank, National Association	6	\$6,055,000	\$ 1,009,167
9	Seamen'S Bank	5	\$4,577,750	\$ 915,550
10	Avidia Bank	5	\$4,456,000	\$ 891,200
11	Coastal Heritage Bank	4	\$5,446,650	\$ 1,361,663
12	Middlesex Savings Bank	4	\$2,762,500	\$ 690,625
13	Cape Cod Five Cents Savings Bank	4	\$2,094,250	\$ 523,563
14	Harborone Bank	3	\$5,013,167	\$ 1,671,056
15	South Shore Bank	3	\$4,320,000	\$ 1,440,000

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
16	Leader Bank, National Association	3	\$3,112,500	\$ 1,037,500
17	Walpole Co-Operative Bank	3	\$2,690,000	\$ 896,667
18	Berkshire Bank	3	\$2,567,000	\$ 855,667
19	Needham Bank	3	\$1,804,886	\$ 601,629
21	Fidelity Co-Operative Bank	3	\$1,607,250	\$ 535,750
22	Brookline Bank	3	\$1,577,500	\$ 525,833
23	Hometown Bank	3	\$1,154,000	\$ 384,667
24	Bristol County Savings Bank	3	\$1,114,450	\$ 371,483
25	Dedham Institution For Savings	2	\$3,400,288	\$ 1,700,144
26	Nbt Bank, National Association	2	\$2,487,500	\$ 1,243,750
27	Middlesex Federal Savings, F.A.	2	\$2,486,018	\$ 1,243,009
28	Td Bank, National Association	2	\$2,391,000	\$ 1,195,500
29	Main Street Bank	2	\$1,443,592	\$ 721,796
30	Primary Bank	2	\$1,227,500	\$ 613,750
31	Reading Co-Operative Bank	2	\$1,075,000	\$ 537,500
32	Mechanics Cooperative Bank	2	\$905,000	\$ 452,500
33	Greenfield Co-Operative Bank	2	\$710,000	\$ 355,000
34	Greenfield Savings Bank	2	\$703,500	\$ 351,750
35	Liberty Bank	2	\$530,000	\$ 265,000
36	North Easton Savings Bank	2	\$470,000	\$ 235,000
37	Peoplesbank	2	\$327,500	\$ 163,750
38	Newburyport Five Cents Savings Bank	1	\$8,682,000	\$ 8,682,000
39	Bank Five Nine	1	\$3,990,000	\$ 3,990,000
40	Martha'S Vineyard Bank	1	\$3,325,000	\$ 3,325,000
41	Easthampton Savings Bank	1	\$3,242,201	\$ 3,242,201
42	Mountainone Bank	1	\$2,195,500	\$ 2,195,500
43	Bank Of America, National Association	1	\$1,340,790	\$ 1,340,790
44	Webster First Federal Credit Union	1	\$1,176,430	\$ 1,176,430
45	The Lowell Five Cent Savings Bank	1	\$1,150,000	\$ 1,150,000
46	Northern Bank And Trust Company	1	\$1,085,000	\$ 1,085,000
47	Baycoast Bank	1	\$1,062,127	\$ 1,062,127
48	The Provident Bank	1	\$955,863	\$ 955,863
49	The Cooperative Bank	1	\$790,000	\$ 790,000
50	Svb Financial Group	1	\$705,000	\$ 705,000
51	Cambridge Savings Bank	1	\$650,000	\$ 650,000
52	East Cambridge Savings Bank	1	\$634,500	\$ 634,500
53	Keybank National Association	1	\$610,000	\$ 610,000
54	Webster Five Cents Savings Bank	1	\$600,000	\$ 600,000
55	Community Bank, National Association	1	\$527,575	\$ 527,575
56	The Cooperative Bank Of Cape Cod	1	\$439,750	\$ 439,750
57	North Shore Bank, A Cooperative Bank	1	\$415,000	\$ 415,000
58	Westfield Bank	1	\$375,000	\$ 375,000
59	Align Credit Union	1	\$349,949	\$ 349,949
60	Lee Bank	1	\$300,000	\$ 300,000

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61	St. Mary'S Credit Union	1	\$192,500	\$ 192,500
62	Centreville Bank	1	\$171,000	\$ 171,000
63	Adams Community Bank	1	\$140,000	\$ 140,000
64	Holyoke Credit Union	1	\$85,000	\$ 85,000

	Grand Total	190	\$ 179,314,443	\$ 943,760
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Microlenders

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Common Capital Inc	11	\$ 128,000	\$ 11,636
2	South Eastern Economic Development Corp	10	\$ 205,750	\$ 20,575
3	North Central MA Development Corp	5	\$ 102,500	\$ 20,500
4	Dorchester Bay Economic Development	4	\$ 42,400	\$ 10,600
5	EDIC of Lynn	3	\$ 15,000	\$ 5,000

	Grand Total	33	\$ 493,650	\$ 14,959
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Surety Bond

RANK	BOND AGENCY	# BONDS	GROSS \$\$ AMOUNT	AVERAGE
1	The Ohio Casualty Insurance Co.	20	\$ 3,742,404	\$ 187,120
2	Tonry Insurance Group	15	\$ 6,664,300	\$ 444,287
3	CCI Surety, Inc.	9	\$ 777,861	\$ 86,429
4	The Bond Exchange, Inc	3	\$ 3,008,350	\$ 1,002,783
5	KOG International, Inc.	3	\$ 5,951,060	\$ 1,983,687
6	Contractors Bonding & Insurance Company	2	\$ 268,000	\$ 134,000
7	Surety Bond Professionals, Inc.	1	\$ 9,262,235	\$ 9,262,235
8	Allstar Surety Company, Inc.	1	\$ 1,925,167	\$ 1,925,167
9	United States Surety Company	1	\$ 22,333	\$ 22,333

	Grand Total	55	\$31,621,710	\$574,940
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**SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - MARCH 31, 2022**

**SBA SPRINGFIELD BRANCH OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - MARCH 31, 2022
WESTERN MASSACHUSETTS**

The following loans are included in the MA Loan Volume Report totals above:

7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	TD Bank, National Association	6	\$ 167,000	\$27,833
2	Common Capital Inc.	3	\$ 437,150	\$145,717
3	Greylock Federal Credit Union	3	\$ 105,000	\$35,000
4	Berkshire Bank	3	\$ 20,500	\$6,833
5	Newtek Small Business Finance, Inc.	2	\$ 1,369,650	\$684,825
6	Adams Community Bank	2	\$ 91,975	\$45,988
7	Easthampton Savings Bank	2	\$ 43,500	\$21,750
8	Lee Bank	2	\$ 16,700	\$8,350
9	Liberty Bank	1	\$ 1,200,000	\$1,200,000
10	PeoplesBank	1	\$ 350,400	\$350,400
11	Customers Bank	1	\$ 337,500	\$337,500
12	Five Star Bank	1	\$ 262,500	\$262,500
13	Stearns Bank National Association	1	\$ 262,500	\$262,500
14	New Valley Bank & Trust	1	\$ 232,500	\$232,500
15	Westfield Bank	1	\$ 141,000	\$141,000
16	The Pittsfield Co-Operative Bank	1	\$ 86,700	\$86,700
17	Greenfield Savings Bank	1	\$ 52,500	\$52,500
18	Florence Bank	1	\$ 30,000	\$30,000
19	KeyBank National Association	1	\$ 12,500	\$12,500

	Grand Total	34	\$ 5,219,575	\$ 153,517
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504 Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Granite State Economic Development Corpora	10	\$ 3,061,000	\$306,100
2	New England Certified Development Corporati	4	\$ 4,852,000	\$1,213,000
3	Bay Colony Development Corporation	3	\$ 410,000	\$136,667

	Grand Total	17	\$8,323,000	\$ 489,588
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Third Party Loans				
RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Greenfield Co-Operative Bank	2	\$710,000	\$ 355,000
2	Greenfield Savings Bank	2	\$703,500	\$ 351,750
3	Liberty Bank	2	\$530,000	\$ 265,000
4	Peoplesbank	2	\$327,500	\$ 163,750
5	Easthampton Savings Bank	1	\$3,242,201	\$ 3,242,201
6	Mountainone Bank	1	\$2,195,500	\$ 2,195,500
7	Berkshire Bank	1	\$1,322,000	\$ 1,322,000
8	Community Bank, National Association	1	\$527,575	\$ 527,575
9	Westfield Bank	1	\$375,000	\$ 375,000
10	Lee Bank	1	\$300,000	\$ 300,000
11	Nbt Bank, National Association	1	\$287,500	\$ 287,500
12	Adams Community Bank	1	\$140,000	\$ 140,000
13	Holyoke Credit Union	1	\$85,000	\$ 85,000
	Grand Total	17	\$10,745,776	\$632,104